

**SUMMARY OF 1996
RESIDENTIAL MARKET TOTALS**

1996 Experience Year	Written Premiums	No. of Policies	Market Share *	EQ Premiums	No. of EQ Policies	Market Share *	% with EQ **
Total CEA Companies	2,484,055,364	5,184,089	68.21%	576,560,688	1,884,615	78.99%	36.35%
Total Residential Mkt (Excluding CEA)	1,308,908,827	2,416,259	31.79%	201,445,977	501,131	21.01%	20.74%
Total Residential Mkt (Including CEA)	3,792,964,191	7,600,348	100.00%	778,006,665	2,385,746	100.00%	31.39%
Total Homeowners Market ***	3,088,357,641	5,288,032	69.58%	660,874,973	1,755,113	73.57%	33.19%
Total Rental Market	132,723,181	469,748	6.18%	11,935,612	215,823	9.05%	45.94%
Total Condominium Market	104,806,322	383,527	5.05%	23,124,815	186,139	7.80%	48.53%
Total Dwelling Fire Market	467,077,047	1,459,041	19.20%	82,071,265	228,671	9.58%	15.67%
Total Residential Mkt (Including CEA)	3,792,964,191	7,600,348	100.00%	778,006,665	2,385,746	100.00%	31.39%
California FAIR Plan	129,880,000	274,234	18.80%	34,786,000	64,192	28.07%	23.41%
Total Dwelling Fire (Excluding CA FAIR Plan)	337,197,047	1,184,807	81.20%	47,285,265	164,479	71.93%	13.88%
Total Dwelling Fire Market	467,077,047	1,459,041	100.00%	82,071,265	228,671	100.00%	15.67%

* Market share represents the percentage of policies to total residential market.

** Percent with EQ represents the percentage of policies that also have EQ coverage.

*** All Mobilehome premiums and policy counts were reported under Homeowners.

**** Due to rounding, totals in shaded area may not balance.